

**2012 ANNUAL REPORT & PLAN
to the
CALIFORNIA PUBLIC UTILITIES
COMMISSION**

**GENERAL ORDER 156
March 1, 2013**



**PROCUREMENT ACTIVITIES WITH
DIVERSE SUPPLIERS**

**BEFORE THE PUBLIC UTILITIES COMMISSION
OF THE STATE OF CALIFORNIA**

**WMDVBE ANNUAL REPORT AND PLAN
2012 CALENDAR YEAR
SPRINT CORPORATION**

SUBMITTED PURSUANT TO PU CODE § 583 AND GO 66-C

Joyce Christanio
Manager Supplier Diversity
Email: Joyce.Christanio@sprint.com
Telephone: (913) 439-4867
OR
Flora Mayer
Supplier Diversity Specialist
Supply Chain Management
Sprint Corporation
6450 Sprint Parkway
Overland Park, KS 66251
Telephone: (913) 439-5570
Email: Flora.Mayer@sprint.com
www.sprint.com/supplierdiversity

Date Due: March 1, 2013

WMDVBE ANNUAL REPORT AND PLAN TABLE OF CONTENTS

INTRODUCTION	6
 <u>ANNUAL REPORT</u>	
Corporate Commitment	7
Sprint Supplier Diversity Program	8-9
9.1.1 Description of WMDVBE Program Activities (Internal & External)	10-25
<ul style="list-style-type: none">• Internal Program Activities<ul style="list-style-type: none">○ Capacity Building○ Mentoring○ Inclusion and Diversity Council○ Sustainability○ Supplier Audits○ Methods Used to Identify MWDVBE○ Employee Education○ Communication Results○ Communication Program Successes○ Internal Program Improvements○ MWDVBE Supplier Verification/Certification○ Publications and Advertising○ Cross Functional Teams• External Program Activities	26-34
9.1.2 Summary of WMDVBE Purchases/Contracts	35
9.1.3 Itemization of WMDVBE and Diversity Inclusion Program Expenses	36
9.1.4 Description of Program in Meeting or Exceeding Set Goals	37

9.1.5	Summary of Prime Contractor Utilization of WMDVBE Subcontractors	38
9.1.6	WMDVBE Supplier Complaints	39
9.1.7	Summary of Purchases/Contracts for Products/Services in Excluded Categories	40
9.1.8	Description of Efforts to Recruit WMDVBE Suppliers	41
9.1.9	Justification for Continued Existence of Any “Excluded Category”	42
9.1.10	Fuel Procurement	43
10.1.1	Short, Mid, Long-Term Goals	44
10.1.2	Description of WMDVBE Program Activities – Internal and External	45-49
	<ul style="list-style-type: none"> • Internal Program Activities <ul style="list-style-type: none"> ○ Employee Education ○ WMDVBE Supplier Verification/Certification ○ Publications ○ Cross Functional Sourcing Team ○ Employee Recognition • External Program Activities <ul style="list-style-type: none"> ○ Meetings, Conferences & Trade Fairs ○ Presentations ○ Prime Supplier Participation Program (Tier II) ○ Advertising ○ Publications ○ Development 	
10.1.3	Plans for Recruiting WMDVBE Suppliers Where WMDVBE Utilization has been low	50
10.1.4	Plans for Recruiting WMDVBE Suppliers in Any “Exclude Category”	51
10.1.5	Plans for Prime Contractors and Grantees of WMDVBE Subcontracting	32-53
10.1.6	Plans for Complying with WMDVBE Program Guidelines	54-55

ATTACHMENTS

Attachment 1	56
California WMDVBE Procurement Subcontracting and Annual Results by Ethnicity	
Attachment 2	57
California WMDVBE Annual Results by Category	
Attachment 3	58
Greenlining Report	

ANNUAL DIVERSITY REPORT

INTRODUCTION

This filing, in compliance with the requirements of California Public Utilities Commission (“CPUC”) General Order 156 (“GO 156”), includes a Plan of the Supplier Diversity Program of Sprint Corporation (Sprint) for the State of California. The Plan describes the program activities undertaken and the results achieved by Sprint, specific to the Sprint/California certified minority, women and service disabled veteran supplier’s relationship, for the period of January 1, 2012 through December 31, 2012.

- Sprint remains an active member of the California Utilities Diversity Council (CUDC). The CUDC is a California Public Utility Commission (CPUC) advisory body focused on issues related to diversity and Utility regulation. The CUDC was created with the endorsement of CPUC President Michael R. Peevey and Commissioner Carl Wood. One of the CUDC’s major goals is to provide leadership and be a visible and active organization working with and advising the CPUC and the regulated utilities, and other entities such as the Governor’s Office, the State Legislature, the National Association of Regulatory Utility Commissions, the White House, and Congress on diversity issues related to public utilities. Sprint, as a member of CUDC, will be better aligned with insight to support Sprint’s goals as a Utility company operating under GO 156.
- The CPUC recognized Sprint Supplier Diversity efforts in the state of California as most improved and ranked Sprint in the top 6 of 34 utilities meeting/exceeding goals pursuant to General Order 156 ruling. Sprint continues to improve efforts to meet and exceed the goal of 21.5%. In 2012, Sprint reached 35.8%. Sprint continues to improve year over year performance as follows: 4.3% in 2008, 13.94% in 2009, 15.57% in 2010 and 27.76% in 2011. Building and maintaining partnerships with Sprint’s major suppliers supports opportunities for annual increased growth.
- As Chair of the Technology Industry Group (TIG), made up of 33 major technology corporations, Sprint Supplier Diversity leads efforts to encourage the group to 1) focus on more efforts to increase diverse spend in California and with CPUC certified suppliers; 2) encourage other technology companies such as Facebook, eBay, and other social media companies to join DiversityNxt efforts; 3) host the upcoming DiversityNxt conference in California. DiversityNxt is a forum that allows diverse businesses to network with major corporations, attend workshops and listen to panel speakers and leaders, in the area of technology.
- Sprint director of Brand Marketing presented information to diverse businesses at the CDUC Advertising and Media Outreach forum held in Los Angeles.

- Sprint Supplier Diversity initiated an outreach program utilizing e-sourcing to communicate and promote CPUC efforts, across Sprint's major suppliers and partners. In addition, Sprint launched a program requesting its major supply base and partners encourage their diverse suppliers to obtain CPUC certification.
- Sprint Supplier Diversity launched a formal Mentoring program, aligning twelve diverse suppliers with twelve Sprint executives, across the Sprint enterprise. The Sprint Mentoring program is a 12 to 18 month program and includes three diverse suppliers that are CPUC certified (Phoenix Business Development, P/Strada and Ecco Select).
- Sprint joined forces with AT&T and Cisco to support the Women's Initiative for Women and Minority Women in California. Sprint supports the mission of the Women's Initiative in California to build the entrepreneurial capacity of women to overcome economic and social barriers and achieve self-sufficiency.
- Sprint was a sponsor of the Elite SDVOB Gwen Moore Gala
- Sprint sponsored the California Disabled Veteran Business Alliance
- Sprint supports the CDUC by sponsoring committee and doctorate member fees
- Sprint remains an active member of the Joint Utilities Committee (JUC), working together with other joint utilities regarding common regulatory issues related to GO 156, the Supplier Clearinghouse and other regulatory issues. Sprint plans to continue participating in face-to-face quarterly meetings, hosted in the state of California, to discuss regulatory changes that might affect the program or the processes used to annually report Utility results to the CPUC as well as continue building positive relationships with other JUC members.
- Sprint is committed to promoting the overall participation of women, minority, and disabled veteran-owned business enterprises (WMDVBE) in purchases of materials and services. The Supplier Diversity team administers the internal and external program activities for Sprint. Described below are the internal and external program initiatives conducted in 2012 to increase the utilization of MWDVBEs.

CORPORATE COMMITMENT

Mission

The mission of Supplier Diversity at Sprint is to be an effective conduit for certified diverse suppliers, thus identifying, introducing, and promoting opportunities to compete for Sprint business, resulting in annual increased diverse spend.

The Sprint Commitment

Sprint is committed to the growth and success of our Supplier Diversity initiatives and continues to explore and increase opportunities with diverse suppliers in California. Sprint actively seeks additional opportunities to meet with suppliers and to increase external outreach activities.

Associates at every level play a role in the success of Sprint's program as Sprint seeks small and diverse businesses to provide technology, products, materials, components, supplies and services.

SPRINT SUPPLIER DIVERSITY PROGRAM

The Sprint Supplier Diversity Policy affirms Sprint's commitment to provide certified diverse suppliers with the maximum opportunity to participate in providing products and services to Sprint. Sprint is focused on increasing its purchasing initiatives with CPUC certified diverse suppliers. These mutually beneficial relationships contribute to the economic success of both Sprint and our diverse suppliers.

Sprint advanced its supplier-diversity efforts through various efforts: education and training , internal and external outreach, establishing business unit champions, modifying supply chain management policy; formal mentorship program, teaming with Sales for subcontracting opportunities, incentive reward programs, internal and external communications, diagnostic tools for focused sourcing and tracking, identifying and promoting CPUC diverse suppliers within and outside of Sprint, and other efforts, described herein ensuring a robust CPUC initiative.

Sprint will continue to lead the effort in recognizing the economic importance of utilizing diverse suppliers in the communities where we work and live.

The program objectives are to:

- Encourage more suppliers to become CPUC certified
- Increase the amount of corporate expenditures with California diverse suppliers
- Increase the quantity and quality of contracts with California diverse suppliers
- Continue to develop more relationships and host introductions of diverse suppliers to key Sprint executives
- Introduce diverse suppliers to Sprint's large suppliers for 2nd tier opportunities
- Encourage Sprint prime vendors to request CPUC certification from their diverse suppliers
- Manage CPUC reporting from Sprint prime vendors to support GO 156 goal
- Support Sprint prime vendors in identifying CPUC suppliers, for direct & indirect use
- Enforce contract terms requiring large suppliers to either provide a minimum of 5% annual contract value as subcontracting opportunity to diverse suppliers or donate a percentage

(1% above \$650,000) of annual contract value toward a diverse nonprofit organization, or create a value added reseller (VAR) relationship with a diverse business

- Offer mentoring and relationship building to help diverse suppliers navigate the process to become a qualified supplier and to increase spend with existing supplier
- Provide training programs to educate employees about the advantages of Supplier Diversity
- Provide incentives, rewards, and recognition to employees that directly impact CPUC expenditure
- Expanding awareness of the program to all major Sprint Business Units
- Aggressively recruit diverse suppliers who have the skill sets that can provide the best solution at the right price point.

9.1.1 DESCRIPTION OF MWDVBE PROGRAM ACTIVITIES – INTERNAL AND EXTERNAL

1. INTERNAL PROGRAM ACTIVITIES

a. CAPACITY BUILDING:

Financial Institutions: Sprint recognizes the importance of expanding its portfolio to include more minority owned financial institutions. In 2011, Sprint expanded its portfolio to include five minority owned financial institutions. Furthermore, in 2012, Sprint increased the spend, by more than double the amount, with Williams Capital, a minority owned, CPUC certified company, from \$700K in 2011 to \$1.6 million in 2012.

1. Ariel Capital Management
2. Herndon Capital Management
3. Lombardia Capital Management
4. MarVista Investment Partners
5. Williams Capital

Human Resources Services: Sprint's aggressive efforts to penetrate the HR ancillary services area and to bring in a California-based CPUC diverse supplier, resulted in the execution of a contract with A-Check, a minority woman-owned company.

Women's Initiative: Women's Initiative for Self Employment is a nationally-recognized nonprofit organization that provides high-potential, low-income women with the training, funding, and ongoing support to start and grow their own business. The business management training, technical assistance, and financial services provided, in English and Spanish, improve the quality of life for women, their families and communities. Sprint provided financial support to the organization.

iDEN Network Decommission Project: Sprint's success to achieve network efficiencies and grow stronger as a corporation relies on the ability to achieve various goals. One of which is to successfully decommission the iDEN platform and migrate customers to the CDMA platform. Sprint recognized the significance and magnitude of the scope of work of this project, in terms of spend and customer results, and championed diverse business utilization. As a result, Sprint executed a contract in 2012 with a minority-owned firm valued at over \$7M.

Information Technology Services: Sprint focused efforts in increasing the IT hardware supplier portfolio to include CPUC suppliers. By partnering with the IT business unit diversity champion, Sprint successfully executed a contract with, a minority woman-

owned CPUC certified supplier. The contract resulted in direct spend of \$27 million in 2012.

Mentoring Program: Sprint's formal mentoring program, launched in early 2012, includes twelve diverse suppliers, ranging in varied spectrum of services provided, including human resources staffing and recruiting, business consulting services, marketing and distribution services, logistics and warehousing services, construction services, and network services. Under the mentorship of twelve Sprint executives, one of the goals of the mentor program is for diverse suppliers to earn tier I and tier II business with Sprint, thereby expanding their business portfolio.

Successfully Navigating Sprint's Procurement Process: In Spring 2012, Sprint delivered a presentation to the Mid America Minority Business Development Council (MAMBDC) members regarding "How To Do Business With Sprint. A Practical Guide for Understanding Procurement Processes in a Large Company." The session was developed and delivered by Sprint's supply chain organization, which teamed with one Sprint diverse supplier – Technology Group Solutions. The forum was recommended by one of Sprint's sourcing managers, who witnessed the challenges and the frequent mistakes being made by diverse suppliers trying to communicate their value proposition to the appropriate decision makers at Sprint. The session was at full capacity with standing room only, and Sprint's presentation became the first of several MAMBDC's "How to do Business With..." events.

b. DIVERSITY AND INCLUSION COUNCIL

Sprint has a strong history of incorporating diversity into all areas of the business. Sprint's culture of inclusion and diversity fosters an environment of creativity and innovation that sustains a competitive advantage, fuels growth and achieves superior market performance.

In February 2012, Sprint created the Diversity Council made up of 18 Sprint executives at Vice President level and higher. One of the goals of the Council is to evaluate and implement ways to meet/exceed Sprint's supplier diversity goals and commitments.

Sprint's Office of Inclusion and Diversity has programs to serve our employees, communities, customers and suppliers.

- Employees – Employee Resource Groups, Inclusion Council, inclusion training, diverse recruiting, internal and external surveys and cultural events, activities and education. Sprint's ERG groups consist of:
 - **The Diamond Network** is an African American focused group whose mission is to aid Sprint in recruiting, retaining and developing employees through professional development and mentoring.
 - **Pride** strives to provide support and outreach to Sprint's LGBT employees and customers, demonstrating Sprint's strong commitment to diversity and inclusion. Internally, Pride focuses on issues such as workplace culture, attracting and retaining an inclusive workforce, and providing associates with opportunities for professional development, mentoring and professional support. Externally, Pride works to support company business objectives by providing insight into GLBT attitudes, identifying new business contacts and participating in community events and other marketing opportunities.
 - **Enlace** creates an environment that fosters the development of Hispanics, drives understanding and awareness of the Hispanic culture; and contributes to the business success of Sprint, as well as our diversity and inclusion goals.
 - **V.E.T.S** creates opportunities to exhibit veterans' contributions to society and their leadership throughout history with special events and community service opportunities. Sponsor personal and professional development opportunities for members that help employees in career development which in turn helps Sprint retain talent and improve employee morale.
 - **OASIS** is committed to promoting diversity by partnering with Sprint and the Asian-Pacific American community for employee development, market initiatives, attracting and retaining talent, community involvement and cultural enrichment.
 - **WISE** fosters an environment of professional networking, mentoring, and educational opportunities. The Women's ERG supports career growth and the development of female leadership at Sprint.
- Community – Philanthropy, Corporate Social Responsibility, Sprint Foundation, Sustainability, Strategic Alliance (with Human Rights Campaign, National Association for the Advancement of Colored People, National Association of Asian American Professionals, National Urban League, League of Latin American Citizens and National Council of LaRaza, United States Hispanic Chamber of Commerce) to name a few.
- Sprint is committed to the belief that we all share in the responsibility to conduct our businesses in a socially and environmentally responsible manner. We base this on the premise that a company is much more than the products and services it sells;

the effect a company has on the environment, the people and the communities it serves reflects the company's dedication to being not only a good business, but to being a good corporate citizen.

Sprint uses the phrase "corporate responsibility" to describe Sprint's approach to balancing business objectives with Sprint's environmental, social and economic responsibilities

- Customers – Multicultural Marketing
- Suppliers: the Sprint Diversity Council supports the diverse supply base through the supplier diversity mentoring program, in which twelve Sprint executives provide mentorship. The results of the mentoring relationships can lead to, but are not limited to:
 - Share insight into the business strategies, products and services
 - Teach the diverse supplier how to better market their company
 - Provide technical or management training as necessary
 - Schedule time with Supply Chain Management sourcing managers to teach diverse supplier how to properly respond to a Sprint RFP
 - Align the diverse supplier with Sprint's subject matter expert(s)
 - Ensure the entire Sprint team is aware of the mentoring program to support additional project alignment with the diverse supplier
 - Help increase the diverse supplier's sales with Sprint and major suppliers
 - Evaluate investment and reciprocal opportunities

SUSTAINABILITY

- **Opportunities in Sustainability.** As Sprint continues to be a leader in environmental responsibility, we look for opportunities to create synergy between our sustainability efforts and our supplier diversity goals.
 - Responsible Recycling and Diverse Suppliers. Sprint, a leader in environmental sustainability, participated with Vintage Tech, a woman-owned company, at the recycler's Illinois location for EPA's Sustainable Materials Management Challenge: <http://www.vintagetechrecyclers.com/videos/> . Separately, we have been an advocate for diverse suppliers, including Vintage Tech, to gain business contacts inside and outside of Sprint such as eWaste disposal events.
 - Renewable Energy. As Sprint, a member of the EPA's Green Power Partner program, explores solutions to meet its corporate renewable energy goals ("10% of energy will come from renewable sources by 2017"), Sprint has expanded sourcing efforts to look for certified diverse businesses in this non-traditional purchasing area. Therefore, Sprint included diverse suppliers in all of its 2012 Renewable Energy Credit (REC) RFPs.

- **Building Sustainability Capacity of Diverse Suppliers.** In 2012, Sprint undertook an assessment of its suppliers to set a baseline in support of Sprint's corporate goal of ensuring "90% of suppliers, based on sourceable spend, meet Sprint's environmental and social criteria by 2017". Efforts of collecting and analyzing supplier responses resulted in findings that virtually all assessed diverse suppliers did not meet Sprint's criteria.

Throughout the second half of 2012, Sourcing contacted each supplier and provided one-on-one coaching, in addition to coordinating senior executive outreach. Although the suppliers were eager to meet Sprint's requirements and many improved, difficulty in two key areas were identified: calculating greenhouse gas emissions and conducting a materiality assessment. To specifically address these hurdles that may be harder to overcome by small businesses, Sprint has allocated a modest budget and is in the process of analyzing proposals from three companies, one of which is a certified diverse firm, to develop resources specifically aimed at small/diverse companies reducing their environmental footprint. Additionally, Sprint is collaborating with at least one Non-Government Organization (NGO) as well as the General Service Administration (GSA) to advocate for resources with a sliding scale of cost that is small business-friendly.

Supplier Audits

In an effort to ensure compliance with contractually agreed supplier diversity utilization goals and reporting by Sprint's prime vendors, Supplier Diversity partners with Supply Chain Management (SCM) Reporting and Compliance group to audit the supplier diversity commitments. As such, Supplier Diversity worked with ten vendors, which provided subcontracting diverse spend, totaling over \$20 million.

Methods Used to Identify Minority, Women and Disabled Veteran businesses:

Sprint identifies diverse suppliers through various means of outreach efforts, in-reach efforts, data base utilization, internal vendor registration portal, Sprint Supplier Diversity e-mail box (SupplierDiversity@sprint.com), local, regional and national trade show events and conferences, and match-maker events, to name a few.

Sprint continues to strive toward a vastly robust diverse business outreach and recruiting campaign. The 2013 year anticipates outreach and recruiting events to include, but are not limited to, the following tradeshow along with use of their databases or support:

- DiversityNxt
- Northern California Minority Supplier Development Council
- Mid America Minority Business Development Council
- California Veteran's Business Alliance
- Chicago Minority Business Development Council
- Asian American Chamber of Commerce of Kansas City
- National Minority Supplier Development Council
- United States Pan American Asian Chamber of Commerce (USPAACC)
- Women's Business Enterprise National Council
- The Elite SDVOB Network National Convention
- US Hispanic Chamber of Commerce
- NaVOBA - National Association of Veteran Business Association
- Southern California MSDC
- Technology Industry Group (TIG)
- California Utilities Diversity Council
- California Public Utility Commission Joint Utilities meetings
- Small Business One-on-One Match Make events
- City of Kansas City, MO, Human Relations Business Opportunity event
- Dynamic Small Business Search: dsbs.sbs.gov
- Women-Owned Small Business: www.womenbiz.gov
- SBA HUBZone: sba.gov/hubzone
- Veteran-Owned Businesses: www.vetbiz.gov

- TheSupplierClearinghouse.com
- Emptoris e-sourcing
- CVM Locator
- SBA SAM.gov
- City of Chicago data base
- Somwba.state.ma/BusinessDirectory/BusinessDirectory.aspx
- Equifax/iNet
- CADVBE.org (California disabled veteran owned)
- Various state and city certifying agencies

Prior to attending tradeshow, Supplier Diversity partners with Sprint's Procurement and major Business Units to create a sourcing plan that allows the Supplier Diversity team to proactively seek out diverse suppliers for existing and upcoming Request for Proposal (RFP) opportunities.

a. EMPLOYEE EDUCATION

The Supplier Diversity team has and continues to perform many activities to ensure the education of its employees. As increasing supplier diversity spending is a nationwide, corporate goal, it is important that all employees understand how they can assist in reaching the goals of the company. Therefore each individual Business Unit (BU) was assigned a goal, based on budget opportunities, to support the corporate goal. Results of the assigned business unit goals led to Sprint executive support as follows:

1. Sprint's Chief Sales Officer recommended a CPUC diverse supplier who was awarded a Sprint contract for collection services in 2011, yielding \$405K in earnings for the supplier. Recommendations fostered at this level within Sprint speaks highly of the Supplier Diversity program focus. In 2012, the focus was to further increase spend with this CPUC supplier, which successfully resulted in \$3.8 million in spend, a significant increase.
2. As a result of extensive education and partnering with the Sprint IT Business Unit, the BU continued efforts to increase CPUC spend in the diverse Value Add Reseller (VAR) area, under the leadership of Senior Vice President Information Technology and the BU Diversity Champion, saw an increase from \$5 million in 2011 to \$27 million in 2012.
3. Sprint Supplier Diversity continues to publish articles for education and training purposes, enterprise wide on Sprint's intranet sites:

a. “Supplier Diversity News” article, educating employees on what supplier diversity means, our policy, the evolution of supplier diversity, our diversity council and mentoring program, and to complete the Sprint on-line supplier diversity course.

b. “California Diversity Spend- How you can help”: Supplier Diversity partnered with Sourcing to map out the Request for Proposal (RFP) process detailing the steps required to ensure steps are in place to consider impact on CPUC spend as part of the supplier selection and decision making process.

i. Review budgets to identify uncommitted dollars and evaluate categories to include diverse and CPUC participation.

ii. Partner with Sourcing team to unbundle large projects that can allow portion of direct work with diverse suppliers versus with major suppliers.

iii. Contract managers can research and document contracts that are expiring within the next 12 to 18 months that can result in diverse opportunities

iv. Contact supplier diversity for support in the bid process of expiring contracts.

v. Contact the Supplier Diversity team to identify and meet qualified CPUC suppliers.

4. Employee Events: “How Your Actions Impact Sprint’s Bottom Line”; Sprint Supplier Diversity partnered with Supply Chain Management to incorporate training and information about supplier diversity and its impact on the bottom line by decision makers. The course is offered, online and in person, to all Sprint employees responsible for managing vendors or contracts. The course outlines Supply Chain Management (SCM) Policies, Procedures, and how employees can make a difference.

5. The Supplier Diversity team continues to educate and direct Sprint employees to an online internal Supplier Diversity training course, written and implemented by the Supplier Diversity team, which highlights how Sprint’s bottom-line, is impacted by diversity. The course is concise and informative raising employee awareness at all levels of the organization across the Sprint enterprise, approximately 40,000 employees.

6. The Supplier Diversity team has established a consistent communication with Sprint’s business units (BU) on a quarterly basis with specific measurements and results, in an effort to keep each BU on target. Diversity Champions for each Business Unit are engaged in the review and input process, and in turn, assume a valuable stake in the process of managing and owning diverse supplier utilization. The education process with each BU Champion is ongoing and the BU Champion provides additional feedback to their organization on opportunities to increase diverse spend.

7. Sprint Supplier Diversity is creating a new internal Tier II program, and providing training, to help the Business Units in meeting their goals by identifying potential sourcing opportunities that a diverse supplier could participate in with a Sprint major supplier. First step is for the BUs to identify subcontracting opportunities with Sprint's major suppliers; step 2 is to send the sourcing requirements to SupplierDiversity@Sprint.com and the Supplier Diversity team will assist with the identification of a pool of qualified diverse suppliers. Purchases made by the major suppliers, upon diverse suppliers recommended by the business unit, will be included in the business unit's quarterly Supplier Diversity results report.

8. Supplier Diversity aligned with the Sprint Sales organization to identify small and diverse businesses as vendors and to support them as customers. Supplier Diversity partners with Sales to support the growth of small businesses in California, with a program created for small businesses, the 360 program, whereby Supplier Diversity participates in business match making interviews while offering Sales support targeted for small businesses.

b. COMMUNICATING RESULTS

The Supplier Diversity team continues to communicate results in the following manner:

The Supplier Diversity team communicates the results of Sprint's achievements on a quarterly basis to Sprint major Business Unit executives and Diversity Champions. The team provides monthly updates to other Sprint employees upon request.

The Supplier Diversity Recognition Program was advertised corporate-wide on Sprint's intranet site to promote more business with Veterans (includes disabled veterans). Additionally, the Program was advertised in Sprint's i-Lead brochure, disseminated monthly to all levels of Sprint management that highlights programs for discussion throughout the organization.

Supplier Diversity is creating and providing training on a new reward program, challenging Buyers and Sourcing Managers to identify creative ways to negotiate, with their internal clients, to procure products/services from diverse suppliers. Creative negotiation strategies include, but are not limited to, unbundling a portion of business with a major supplier to award to a diverse supplier. Those Buyers and Sourcing Managers, who are successful, within a specific quarter, in executing or extending a contract or purchase order with a diverse supplier, will be entered into a drawing pursuant to the total value and number of executed contracts or purchase orders within the quarter, for a drawing valued from \$125.00 to \$500.00 in cash or Sprint e-points.

In 2012, through meetings and use of the corporation's many internal communications methodologies, the Supplier Diversity team continued raising awareness regarding the importance of increasing the amount of spend with diverse suppliers. Additionally, individual Business Unit results are housed on Sprint's intranet for corporate-wide view. These and other communication efforts continue to emphasize and bring awareness and sensitivity to the need to enhance the corporation's efforts regarding supplier diversity.

i. COMMUNICATING PROGRAM SUCCESSES

Communicating program successes is important to the Supplier Diversity Program. Sprint's Supply Chain Management contracts process includes informing the Supplier Diversity team of diverse awards. Several contract awards will be published internally to emphasize the achievements of the program. Sprint will continue to develop success stories regarding successful partnerships with diverse suppliers with the goal of illustrating that diverse companies can provide cost savings, process improvements, and added value to the company. The success story outline provides the basis for Sprint's internally published articles. This outline defined below is at the Sourcing Manager's discretion regarding how to report the success.

Success Story Outline

- a. Overview
 - i. Company background
 - i. Ownership
 - ii. Years in business
 - iii. Core Competencies
 - ii. The Opportunity
 - 1. Business Owner
 - 2. Opportunity details
 - 3. The RFP process that took place
 - Finding the suppliers
 - a. The resources Sprint used
 - b. What made them a candidate?
 - What was the competition like?
 - a. Number of large businesses
 - b. Ratio of diverse companies in the bidding process
 - c. Incumbents
 - Award process
 - a. Cost
 - b. Competencies
 - c. References

- d. Key attributes
- iii. Outcome
 - a. Success of the supplier
 - Performance
 - Growth
 - b. Success to Sprint
 - Cost Savings Achieved
 - Growth in diverse spending
 - Future Opportunities

c. INTERNAL PROGRAM IMPROVEMENTS

Sprint's Supplier Diversity program continues to improve in California. Many of these improvements are attributable to the leadership by Sprint's VP of Procurement and Real Estate, who continues open dialogue regarding diversity at Sprint's executive level. Additionally, hard work and flexibility of the Diversity Champions, staff within Supplier Diversity, and Supply Chain Management professionals, demonstrate efforts to comply with the corporate policy of supplier diversity.

Sprint Supplier Diversity launched an initiative informing diverse suppliers of CPUC certification and requesting M/W/DVBE suppliers to pursue and obtain CPUC certification. To date, 53 suppliers requested, totaling approximately \$157 million.

Supplier Diversity implemented an electronic Tier II program, specific to California diverse spend, whereby Sprint prime suppliers are requested to support Sprint's efforts with GO 156 by identifying, tracking and reporting diverse spend to Sprint on a quarterly basis. This type of request of our prime suppliers has resulted in further focus and education on California diverse spend, and an understanding of the importance of GO 156. In 2012, this resulted in major corporations such as Oracle, Qualcomm, Research In Motion, and others, to provide CPUC diverse spend reporting.

Sprint Supplier Diversity will continue to host, participate in and attend Buyer/Supplier forums, conducted by the Mid America Minority Business Development Council, spotlighting diverse suppliers in various market segments, for introduction and networking opportunities. Sprint's involvement in such events leads to increased opportunities for diverse supplier participation in sourcing and sales opportunities.

Sprint Supplier Diversity partners closely with the Supply Chain Management Compliance and Reporting group, to further validate the consistency and accuracy of supplier data, used for reporting across the Sprint enterprise. As a result, Sprint Supplier Diversity is able to continue relations with 20+ Business Unit Diversity Champions, providing guidance

and feedback in performance results, highlighting areas of improvement, risks, opportunities and wins.

Sprint's Supplier Diversity and Supply Chain Management teams continue to interact weekly with employees making purchasing or business decisions. Their involvement in Supplier Diversity adds benefit by promoting the inclusion of diverse suppliers in bids and by including Supplier Diversity requirements within the contracts they create.

Sprint Supplier Diversity continues to partner with its major vendors, partners and OEMs, to educate and encourage their diverse supply base to pursue CPUC certification, noting the benefit to the diverse supplier solely at the Utilities' cost. This effort is a benefit to the diverse supply base currently being utilized by the Sprint prime vendors by allowing the visibility of the CPUC certification. To date, Sprint has contacted over 70 of its prime vendors in this effort.

The Supplier Diversity team assisted in the growth and development of the program, and as a result, Supplier Diversity is now better equipped to provide timely responses to customer inquiries. In 2011, Supplier Diversity implemented the use of a central area for the storage and maintenance of California diverse supplier portfolio information via hard and soft copy maintenance. Supplier Diversity maintains California diverse supplier information in hard copy format which includes current certification(s), company information, and contact information, on current and potential Sprint suppliers. Sprint also maintains soft copies of e-mail communications and certification information from California diverse suppliers. This allows for efficient use and identification of suppliers and provides increased supplier recruitment, organization of supplier profiles, and improved internal and external means of communications. This also has allowed Supplier Diversity the ability to ensure contract compliance amongst our suppliers under the Tier II Program.

The Supplier Diversity requirements of our suppliers include providing Sprint with strategic subcontracting plans and quarterly Tier II spending reports. Sprint enforces a mandatory requirement of "Diversity in Subcontracting" as one of its contract terms and conditions. The contractual language requires the prime contractors to spend a certain percentage of the total annual contract revenue earned from Sprint with diverse suppliers, create a value-added relationship with a diverse supplier or donate a portion of their revenue to support a diverse initiative such as scholarships or support a diverse Council. Sprint's 2012 Tier II spend with diverse suppliers totals \$11.4 billion.

One of Supplier Diversity's primary objectives is to continue to be a World Class Program. In doing so, Sprint continues to measure processes against industry standards. To gain an

understanding of additional ways to improve, the team continues to participate in training workshops with the CPUC and Joint Utilities as well as with the National Minority Supplier Development Council, Technology Industry Group and through other sources, on strengthening the Supplier Diversity Program.

Sprint continues to update tools to meet business requirements. Other improvements include:

- **ISM Membership:** Institute for Supply Management training sessions and meetings
- **Emptoris** e-sourcing training to further enhance capturing spend information, track subcontracting dollars, and up to date spend analyzer data
- **CVM locator webinars:** training on diverse supplier data retrieval, vendor searches, and analysis
- **The Supplier Clearinghouse:** data base used to search CPUC certified suppliers
- **Peoplesoft** search data, identify diverse suppliers that are paid directly by Sprint to further promote and increase spend
- **Equifax i-Net** vendor data searches and verifications

d. WMDVBE SUPPLIER VERIFICATION/CERTIFICATION

Suppliers wishing to participate in the Supplier Diversity Program must provide proof of certification. This is Sprint's way of guaranteeing the diverse spend reported is accurate and ensuring that the supplier is truly diverse. Any new Sprint supplier must register at www.sprint.com/supplierregistration. Any supplier claiming diverse status must attach an authorized certification into Sprint's registration tool. Diverse Suppliers wishing to participate under General Order 156 must become certified with The Supplier Clearinghouse.

e. PUBLICATIONS AND ADVERTISING:

Sprint advertises corporate-wide in diverse publications, and create articles, that further support Sprint's efforts with diverse suppliers as follows:

- Minority Business Entrepreneur
- How to Do Business with Sprint
- Kansas City Procurement Roundtable: Consulting Services- Best Practices
- Institute of Supply Management forum: VintageTech LLC and e-waste
- Black EOE Journal
- Hispanic Business Magazine Diversity Elite 60
- Hispanic Network Magazine
- Professional Woman's Magazine
- United States Hispanic Chamber of Commerce
- DiversityNxt
- DiversityPlus
- Vetpreneur
- Black Enterprise
- DiversityInc
- Chicago Business Opportunity Fair Brochure
- National Minority Supplier Development Council
- Mid America Minority Business Development Council
- Women's Business Enterprise National Council
- Career Focus Magazine
- United States Asian American Chamber of Commerce

These advertisements helped disseminate program updates and information to promote the program.

f. CROSS FUNCTIONAL SOURCING TEAM:

SOURCING DIVISION

Building Buyer Networks: Sprint Supply Chain Management organization continually promotes diverse suppliers for opportunities both internal and external to Sprint. After meeting with Vintage Tech Recyclers, a woman-owned recycling supplier, one of our sourcing managers championed efforts to have Vintage Tech present in October 2012 at the Institute for Supply Management (ISM)-Kansas City monthly dinner meeting as a keynote speaker on eWaste and responsible recycling. ISM-KC features a metropolitan-wide membership base of supply chain professionals, precisely the target group that can support Vintage Tech in expanding their business profile.

In a collaboration effort with the Supply Chain Management group, the Business Unit Champion, and Supplier Diversity, Sprint successfully implemented a new hardware sourcing agreement with Hewlett Packard, whereby designating all HP hardware acquisition via two primary Sprint CPUC diverse suppliers. This significant area of procurement impacts not only Sprint's overall diverse spend but also Sprint's CPUC spend.

Sprint modified its Supply Chain Management policy language to allow diverse suppliers to win business, even if they are slightly more expensive, if all other factors are equal. These efforts resulted in Sprint directly procuring more services/products from small and diverse suppliers.

Sprint Supplier Diversity partnered with Supply Chain Management to incorporate training and information about supplier diversity and its impact on the bottom line by decision makers. The course, "How Your Actions Impact Sprint's Bottom Line" is offered, online and in person, to all Sprint employees responsible for managing vendors or contracts. The course outlines Supply Chain Management (SCM) Policies, Procedures, and how employees can make a difference.

Sprint's diverse subcontracting goals are based upon projected procurement dollars available for diverse business participation.

Major purchases made by Sprint are researched, negotiated and monitored, by the Sourcing organization, headquartered in Overland Park, Kansas in partnership with the Business Unit requiring the product or service. The Supplier Diversity team reports to the Sourcing director within Procurement to ensure that diverse suppliers are considered during every appropriate procurement opportunity. The Supplier Diversity team has access to the

Supplier Clearinghouse database that allows research of CPUC certified suppliers in these opportunities. During the analysis phase of preparing a Request for Proposals (RFP), the Supplier Diversity team develops a list of diverse suppliers that are qualified to fulfill the service or contract under consideration. The team queries the www.thesupplierclearinghouse.com database, along with other databases, to create a list of eligible diverse suppliers to include in the opportunity.

Supplier Diversity meets regularly with Sprint's business unit leadership and with executives of Sprint's major suppliers, to discuss supplier diversity and further garner support of Sprint's supplier diversity program.

Procurement Quarterly Tracking Efforts: In addition to a corporate goal, Sprint has established individual business unit supplier diversity goals, for each of Sprint's business units across the enterprise. The Supplier Diversity manager releases quarterly results to the SCM managers, major Business Unit executives, and Business Unit Diversity Champions in order to evaluate Sprint's existing purchases with large businesses that can be considered to be realigned with a diverse business upon contract termination. Additionally, opportunities to unbundle major projects to include diverse utilization are considered.

Supplier Diversity maintains the position of sourcing liaison and remains a part of the strategy to ensure a more inclusive sourcing process. The creation of the Diversity Champion role has resulted in an increase in the number of projects that includes diverse supplier evaluation. Sourcing and Supplier Diversity participation in Business Unit staff meetings has also increased through the creation of this role, leading to a better understanding of the sourcing needs of the corporation and enabling the department to evaluate increased spend with these suppliers. The most important result of the creation of the role is the department's access to sourcing opportunities and the inclusion of diverse suppliers in the bidding process. The result will continue to be evident in Sprint's ability to continue meeting GO 156 goals.

2. External Program Activities

a. MEETINGS, CONFERENCES AND TRADE FAIRS

In 2012, Sprint attended several trade fairs and conferences with the goal of developing and promoting its program, as well as recruiting targeted diverse, innovative suppliers for participation in its program. The following details Sprint's 2012 participation:

- | | |
|---|-----------------|
| • Supplier Diversity Program Manager's conference | Chicago |
| • United States American Asian Chamber of Commerce | Baltimore |
| • Women's Business Enterprise National Council (WBENC) | Orlando |
| • National US Hispanic Chamber of Commerce Convention | Los Angeles |
| • Mid-America Minority Supplier Development Trade Fair | Kansas City, MO |
| • Mid America MSDC Annual Golf Outing | Kansas |
| • CPUC Annual Supplier Diversity En Banc | California |
| • Business Matchmaking | California |
| • National Minority Supplier Development Council Trade Fair | Denver |
| • Chicago Minority Supplier Development Council Trade Fair | Chicago |
| • Elite SDVOB National Convention | Nevada |
| • Minority Enterprise Development Week | Kansas City, MO |
| • City of Kansas City, MO Government Contracting Forum | Kansas City, MO |
| • Kansas City Hispanic Chamber of Commerce Procurement 1:1 | Kansas City, MO |
| • Kansas City Asian Chamber of Commerce Award Dinner | Kansas City, MO |
| • Black Achiever's Golf Tournament | Wichita, KS |
| • CPUC Meetings | California |
| • Joint Utility Meetings | California |
| • TIG – Technology Industry Group Diversity Meetings | Chicago/Denver |

b. MEMBERSHIPS

Supplier Diversity growth within Sprint cannot be obtained without the assistance of and participation in various organizations and associations whose mission is to develop minority and woman-owned organizations. In addition to corporate memberships with these organizations in 2012, Sprint staff served as follows:

Vice-President Procurement and Real Estate serves as Board Member of the MidAmerica Minority Business Development Council (MAMBDC).

Vice-President Investor Relations serves as Board Member of Asian Chamber of Kansas City.

Finance Director serves as a member on the Kansas City Hispanic Chamber of Commerce Procurement Board.

Supplier Diversity Manager serves as Board Member of National Minority Supplier Development Council; Chair of the Technology Industry Group (TIG); MAMBDC Procurement Advisory Council; US Hispanic Chamber Procurement Advisory Council; Advisory Member of California Utilities Diversity Council (CUDC); National Veteran-Owned Business Association (NaVOBA) Advisory Council and active member of California Joint Utilities Committee.

The organizations that Sprint participates in are listed below.

National Affiliations

- National Minority Supplier Development Council (NMSDC)
- Congressional Black Caucus Foundation
- Human Rights Campaign
- League of Latin American Citizens
- National Council of La Raza
- National Association for the Advancement of Colored People (NAACP)
- National Urban League
- National Eagle Leadership Institute
- National Association of Asian American
- National Hispanic Corporate Council Professionals
- U.S. Hispanic Chamber of Commerce
- National Association of Women Business Owners
- U.S. Pan Asian American Chamber of Commerce
- Women's Business Enterprise National Council (WBENC)

Regional Affiliations

- Alabama Minority Supplier Development Council
- Arizona Minority Supplier Development Council
- Arkansas Minority Supplier Development Council
- California Utilities Diversity Council
- California Disabled Veterans' Business Alliance
- Carolinas Minority Supplier Development Council
- Central & Southern Texas Minority Business Development Council
- Chicago Minority Business Development Council
- Colorado Minority Supplier Development Council
- Connecticut Minority Supplier Development Council
- Dallas/Fort Worth Minority Business Development Council
- Georgia Minority Supplier Development Council
- Great Plains Minority Business Development Council
- Indiana Minority Supplier Development Council
- Kentucky Minority Business Council
- Louisiana Minority Business Council
- Maryland/District of Columbia Minority Supplier Development Council
- Michigan Minority Supplier Development Council
- Minority Business Development Council of PA, NJ, DE
- New England Minority Supplier Development Council
- New York/New Jersey Minority Purchasing Council
- Nevada Minority Business Council
- Northern California Supplier Development Council
- Northern Ohio Minority Business Council
- Northwest Minority Business Council
- Southern California Regional Purchasing Council
- South Central Ohio Minority Business Council
- Tennessee Minority Supplier Development Council
- Upstate New York Regional Minority Purchasing Council
- Virginia Minority Supplier Development Council

Local Affiliations

- Kansas City Procurement Round Table (KCPRT)
- MidAmerica Minority Business Development Council
- Lees Summit, Missouri Chamber of Commerce

- Overland Park, Kansas Chamber of Commerce
- Asian American Chamber of Commerce of Kansas City (MO)
- Kansas City Hispanic Chamber of Commerce

c. 2012 AWARDS AND RECOGNITION

Sprint received the following awards/recognition in 2012 for its Inclusion and Diversity efforts:

Mid America Minority Business Development Council (MAMBDC):

- Sprint IT Manager, Keanon Swan, named Buyer of the Year in recognition of outstanding efforts to increase diverse purchasing in Information Technology.
- Sprint Manager, Chris Hansen, named Buyer of the Year in recognition of his outstanding efforts in advocating and promoting increased diverse purchasing within the care center collection services category.
- Supplier Diversity Manager, Joyce Christanio, named Minority Business Enterprise Coordinator of the Year in recognition of her efforts in advocating for diverse suppliers to be evaluated for opportunities to increase diverse purchasing.

DiversityBusiness.com: Joyce Christanio, Supplier Diversity Manager, named in the DiversityBusiness announcement of honorees for its 2013 Champions of Diversity Award for 2013, which recognizes individuals for their outstanding achievements in various diversity initiatives within their companies and communities.

Sprint Circle of Excellence Award: Joyce Christanio, Supplier Diversity Manager, recognized by Sprint management for her efforts in creating processes that led to a cohesive tier I and tier II CPUC program.

Latina Style Magazine: Sprint named a top-50 Best Company for Latinas to Work for and the Sprint Enlace Employee Resource Group was named a top-five Employee Resource Group.

Hispanic Business Magazine – Sprint ranked #49 on the “Diversity Elite 60” list for 2012.

Hispanic Chamber of Commerce: Sprint recognized as a member of the United States Hispanic Chamber of Commerce Million Dollar Club for the third year.

Newsweek Magazine: Once again ranked Sprint No. 3 among America's Greenest Companies in the October issue.

Diversity MBA Magazine

Sprint named to the Diversity MBA Magazine 50 Out Front Companies for Diversity Leadership: Best Places for Diverse Managers to Work listing for 2012, ranking at #4. This recognition showcases Sprint's long-standing commitment to global diversity as a corporate leader providing a great work environment with opportunities for leadership development for women and people of color.

Human Rights Campaign – Sprint scored a perfect 100% score for the 8th year in a row on the HRC Corporate Equality Index.

NELI (National Eagle Leadership Institute) – Donna Crosswhite, Senior Counsel, named among the winners for the 2012 Eagle Award.

Most Valuable Employers for Military- CivilianJobs.com – Sprint received this recognition in both 2011 and 2012.

Kansas City Black Achievers (Business and Industry Leader) Award: Joyce Christanio, Manager Supplier Diversity, inducted as a Black Achiever resulting from promoting small business growth and mentorship opportunities in the community.

d. PRESENTATIONS

As part of Sprint's outreach to suppliers, organizations, and associations, the Vice President of Procurement and Real Estate, Director of Sourcing, and the Supplier Diversity Manager participate in and, when requested, provide presentations at various events. Such events include the following:

- **Minority Media and Telecommunications Council:** Sprint Sourcing Director participated as panel speaker providing information designed to help diverse suppliers navigate in the telecom industry.
- **Corporate Procurement Roundtable:** Sprint hosted a procurement roundtable at the Sprint headquarters campus, with approximately 25 individuals from several major corporations (Hallmark, UM Bank, Kansas City Power and Light, Burns and McDonnell, Centurylink, and DST) to evaluate opportunities to help grow small/diverse businesses.
- **Advertising and Media Outreach forum:** Sprint Director of Marketing presented information to diverse businesses at the CDUC Advertising and Media Outreach forum in Los Angeles.

- Sprint Sourcing and Supplier Diversity presented a “How to do Business with Sprint” workshop, incorporating expertise from supply chain management and a Sprint diverse vendor, at the Mid America Minority Business Development Council.
- Several Small Business Matchmaking sessions held in California: Sprint VP of Sales and Supplier Diversity staff presented and served as panelist at several small business matchmaking events held in California that focused specifically on small and diverse business growth in California.
- Sprint Original Equipment Manufacturer (OEM) Sales Forums
- Technology Industry Group Panel
- National Minority Supplier Development Council - Forums
- Kansas City Small Business- Procurement Panel
- Local diversity council events

e. PRIME SUPPLIER PARTICIPATION PROGRAM (TIER II SUBCONTRACTING)

METHODS USED TO DEVELOP UTILIZATION REQUIREMENTS & EFFORTS TO PROVIDE SUBCONTRACTING OPPORTUNITIES TO DIVERSE BUSINESSES

The Supplier Diversity Department works closely with Supply Chain Management and Sourcing team to include small diverse and CPUC suppliers in the purchasing process.

Sprint’s Master Agreements with large suppliers require annual diverse utilization goals ranging between 5 - 13% of contract spend. No exceptions or changes are made without the engagement of Supplier Diversity. Each Sprint supplier is requested to adhere to the utilization goals and report quarterly the diverse spend into Sprint’s electronic tool.

Sprint’s VP of Procurement has executed a letter of recommendation that is released to Sprint’s large businesses, on behalf of qualified small and diverse businesses, requesting the large business provide an opportunity for an introduction to learn about their products/services and potential opportunities.

Sprint continues to promote and introduce diverse suppliers to the Network Vision OEMs, Alcatel-Lucent, Samsung and Black & Veatch, and others, for diverse sub-contracting opportunities, and in support of meeting their contractual diverse spend commitments to Sprint. Sprint continues to highlight CPUC diverse suppliers to OEMs for subcontracting opportunities not only in California but throughout the U.S.

Sprint monitors major subcontracting plans to ensure that subcontracting goals are achieved with small and diverse businesses, on behalf of Sprint’s Network Vision project.

Network Vision is Sprint's multi-year initiative to provide an enhanced network expansion.

Sprint Supplier Diversity has successfully aligned with Sales and continually partners with Sprint Sales to identify small and diverse businesses to participate as subcontractors in the execution of Sprint Sales proposals and in providing services to its customers. Sprint Supplier Diversity maintains a portfolio specific to Sprint retailers, dealers and business partners that maybe engaged in value-add reselling of Sprint services on a consumer and business scale.

f. DEVELOPMENT

Sprint will continue to lead efforts in developing diverse suppliers and in aggressively pursuing opportunities for diverse supplier participation, recognizing the economic importance of utilizing diverse suppliers in the communities where we work and live. Sprint development objectives include:

- Increase the amount of corporate expenditures with diverse and CPUC suppliers
 - Increase the quantity and quality of contracts with diverse and CPUC suppliers
 - Continue to forge new relationships and host introductions of diverse suppliers to key Sprint executives
 - Introduce diverse suppliers to Sprint's large suppliers for consideration of subcontracting opportunities
 - Enforce contract terms requiring large suppliers, with contracts in excess of \$650,000 to either provide a minimum of 5% annual contract value as subcontracting opportunity to diverse businesses or donate a percentage (1% above \$650,000 not to exceed \$25K) of annual contract value toward a diverse nonprofit organization, or create a value added reseller (VAR) relationship with a diverse business.
 - Provide mentoring and relationship building to help suppliers navigate the process to become a qualified supplier
 - Continue to provide training programs to educate employees about the advantages of Supplier Diversity
 - Expanding awareness of the program to all major Sprint Business Units
 - Aggressively recruit suppliers who have the skill sets that can provide the best solution at the right price point
- **Helping Diverse Suppliers Discover Untapped Markets:** Sprint has a strong relationship with Mid America Minority Business Development Council (MAMBDC) and we continue to forge new partnerships with Kansas City area universities. By collaborating with Rockhurst University, whose core values and curriculum include ethical leadership, one of Sprint's sourcing managers and an assistant professor of management for the Helzberg School of Management co-developed and will present a workshop to MAMBDC members, tentatively targeted for Spring 2013 at MAMBDC's Business Opportunity Fair. The presentation, entitled "Unlocking New Demand: How to Use Right Brain Tools to Gain a Left Brain Advantage," is targeted at helping diverse/small businesses evaluate and develop their strategy for competing in their industries. The partnership also supports Rockhurst University in identifying business professionals, a highly desirable segment, for potential students and an element of the school's core business curriculum.
- **Sustainability:** Newsweek named Sprint No. 3 among America's Greenest Companies, the only telecommunications company to receive a top 25 ranking on this survey. Sprint led the U.S. telecom industry in a portfolio of eco-friendly devices and in wireless re-use and recycling. Being recognized as a leader in Corporate Responsibility and doing the right

thing is foundational to Sprint's success and enhancing Sprint's reputation, trust and brand. Sprint is committed to develop resources specifically aimed to support small and diverse companies to reduce their environmental footprint. Additionally, Sprint is collaborating with at least one NGO (Non-Government Organization) as well as the GSA to advocate for resources with a sliding scale of cost that is small business-friendly.

- In 2012, Sprint continued to educate our employees on the business benefits of utilizing diverse suppliers as a core component of our supplier chain strategy.
- Sprint continues to promote executive participation in national supplier diversity events and the development of diverse suppliers via our Supplier Diversity Mentoring Program.
- Sprint policy allows business units to spend slightly more to secure a diverse supplier if all other decision factors are equal.
- The Supplier Diversity team, VP and Director continue to assist suppliers in developing relationships within Sprint. Certified diverse suppliers may participate in Sprint's Supplier Diversity Program, which provides face-to-face meetings with key Sprint executives managing the diverse supplier's area of expertise. In an effort to develop suppliers, Supplier Diversity supports suppliers in defining their major strengths and devises a methodology to integrate and align them with Sprint's requirements.
- Sprint continues to recognize and promote diverse suppliers that have performed exceptionally well, through national nominations. Sprint nominated several CPUC certified diverse suppliers to NMSDC Supplier of the year award, MAMSDC supplier of the year award, as well US Hispanic and Asian American Chamber of Commerce Supplier of the year awards which allows visibility to other national purchasing organizations.

9.1.2 SUMMARY OF WMDVBE PURCHASES / CONTRACTS

Sprint Corporation is a national provider of telecommunications services, offering service in California and other states. Sprint operates an integrated national network that offers its customers a national wireless service platform. All procurement decisions are, therefore, made on a centralized basis at Sprint's national headquarters in Overland Park, Kansas; however, procurement decisions are not made on a state-by-state basis. Sprint believes focus on Supplier Diversity is important in all states. Total spending and subcontracting for the State of California has been identified for all suppliers that Sprint's records show are located or certified in California. However, we request the Commission keep in mind that, although Sprint may have procured products and services from California suppliers, this does not necessarily mean that the procurement was solely utilized in or for the benefit of Sprint operations in California. Likewise, merely because procurement occurred in other states does not necessarily mean that such procurement was not undertaken for the benefit of Sprint's operations in California. Sprint has reported such information as completely as its records and subcontracting reports currently permit.

9.1.3 ITEMIZATION OF WMDVBE and DIVERSITY INCLUSION PROGRAM EXPENSES

Sprint Corporation Calendar Year 2012	Expense Description	G.O.156 Sec 9.1.3 WMDVBE Program Expenses
Promotional Merchandise	Marketing & Promotional Materials	\$8,686.91
Memberships, Dues & Subscriptions	Membership Expense	\$51,000.00
Wages	Three Supplier Diversity employees; 1 contractor	\$317,946.74
Other Employee Expenses	Travel, Mileage	\$28,145.65
CPUC Clearinghouse	Sprint's share of overall cost	\$31,362.60
Sponsorships/Advertising	Publications, Television, Events	\$90,000.00
Contribution	Publications, Television, Events	\$8,450.00
Grand Total		\$535,591.90

9.1.4 Description of Progress in Meeting or Exceeding Set Goals

Sprint has set nationwide, corporate Supplier Diversity goals. These goals were set from a corporate-wide perspective and encompass percentage goal for overall diverse spending, including the following categories:

- Minority Business Enterprise (MBE)
 - Asian
 - Black
 - Hispanic
 - Indian-subcontinent
 - Native American
- Disabled Veteran Owned
- Veteran-Owned
- Women-Owned (WBE)
- Small Business Enterprise (SBE)
- Small Disadvantaged Businesses
- HUBZone
- Section 8 (a)

The Supplier Diversity team utilizes various methods to reach goals. These include, but are not limited to developing corporate training and programs, recruiting, proactive action to include diverse suppliers in the RFP process with Sourcing and Sales. Additionally, discussion opportunities with Diversity Champions and senior management are on-going.

9.1.5 SUMMARY OF PRIME CONTRACTOR UTILIZATION OF WMDVBE SUBCONTRACTORS

Sprint places emphasis on extending the diversity efforts and outreach activities related to subcontracting utilizing Sprint's Tier II Program. Through the implementation of the program, the Supplier Diversity team works in conjunction with Sprint Legal to maintain current language for Supplier Diversity to be incorporated in prime contracts valued in excess of \$650,000. This language includes a percentage goal, subcontracting plan, and quarterly reports for the supplier to submit to Sprint. With the additional focus of the Sourcing Manager to ensure the language is included in contracts, the amount of Tier II spend increases. The Supplier Diversity team continues to contact prime suppliers to ensure their compliance with standard Supplier Diversity contractual language as well as their efforts for providing opportunities for diverse suppliers in their procurement activities.

As a result of Supplier Diversity partnering with Sprint Legal to develop template contract language that supports alternatives to subcontracting, Sprint's major suppliers subcontracting totaled \$11,393,327 in direct and indirect Tier II number with diverse suppliers.

Sprint Supplier Diversity implemented a quarterly on-line collection of certified CPUC spend from its prime vendors, totaling \$393,351,253 for 2012 in CPUC Tier II diverse spend subcontracting.

9.1.6 WMDVBE SUPPLIER COMPLAINTS

Sprint has a policy for resolving supplier complaints in addition to the requirements of General Order 156. In 2012 there were no formal CPUC complaints filed against Sprint.

9.1.7 Summary of Purchases/contracts for Products/services in Excluded Categories

The CPUC issued Decision 05-11-024 on November 13, 2005, in which it eliminated the use of exclusions in reporting diversity procurement results; however, for reporting consistency across the organization, Sprint has aligned this report with Sprint's annual government and other customer reports that excludes non-procurement activities such as lawsuits, garnishments, taxes, licenses and utilities. Sprint has not purposely used any procurement spend exclusions in providing this report.

9.1.8 DESCRIPTION OF EFFORTS TO RECRUIT WMDVBE SUPPLIERS

Sprint continues its commitment to recruiting and developing WMDVBE talent in traditional and non-traditional areas. Sprint continues to evaluate areas of opportunity within our Supply Chain Management and implement strategies to address these issues. The Supplier Diversity team continues to work with Sourcing Managers and staff, contract, and key Business Unit Diversity Champions and the Sales group to identify procurement opportunities corporate-wide and align them to potential and/or existing diverse suppliers.

Sprint's Supplier Diversity team continues to create avenues for WMDVBES to have access to key decision-makers within various business units. Through procurement briefings, networking receptions, and one-on-one meetings, WMDVBE suppliers have an opportunity to visit with Sprint leadership and Supply Chain Management staff to discuss the procurement process, as well as key sourcing opportunities for the coming year.

Sprint continues to search for qualified sources through attendance at trade fairs, use of the Public Utilities Commission, WBENC, SAM.Gov, NMSDC, and numerous local databases, referrals, service and product information received and letters of recommendation, lunch and learn business networking sessions as well as spotlight luncheons featuring WMDVBES showcasing their offerings and capabilities.

Through strategic outreach and new reporting tools, Sprint's Supplier Diversity team is able to focus on diverse spending strategies with our largest prime suppliers and on forecasted spending to realign opportunities with diverse suppliers where possible.

9.1.9 JUSTIFICATION FOR CONTINUED EXISTENCE OF ANY “EXCLUDED CATEGORY”

Sprint has not included any procurement related exclusions in this report.

9.1.10 FUEL PROCUREMENT

Sprint operates a small Sales fleet of 220 vehicles in the state of CA. Sprint does not operate or use a centralized fueling station. Sprint vehicles are located across the state and fuel is purchased on an on-demand basis at local stations.

ANNUAL REPORT

10.1.1 SHORT, MID, LONG-TERM GOALS

Sprint remains committed to utilizing established Supplier Diversity best practices in working to achieve WMDVBE goals. Sprint relies on the guidance contained in the California Public Utilities Commission General Order 156 to establish its Supplier Diversity Goals; however, Sprint does not breakout goals by specific diverse categories as Sprint remains focused on all diverse suppliers. However, Sprint has created processes to support year-over-year increased results to meet/exceed GO 156 requirements by recommending California diverse suppliers for proposal opportunities and tier II opportunities with Sprint's major suppliers.

10.1.2 DESCRIPTION OF WMDVBE PROGRAM ACTIVITIES – INTERNAL AND EXTERNAL

Sprint will continue to monitor its performance of the Supplier Diversity Program. Sprint will continue to make improvements, generate additional diverse spending, capitalize on opportunities, and measure its performance against 2012. Sprint plans to implement the following strategies in support of improvement and of its diversity goals for 2013:

1. INTERNAL PROGRAM ACTIVITIES

I. EMPLOYEE EDUCATION

Employee education is an ongoing effort for Sprint. It is important that its employees understand, not only the benefits of Supplier Diversity, but also the detriments of not having a program in place. Sprint offers web based diversity training that is available to employees. Sprint will continue to promote the presence of the program and encourage managers to require it of their staff.

In correlation with its travel schedule, the Supplier Diversity team will continue to make presentations on diversity for Sprint Business Units. Regional employees participate in face-to-face and conference calls to ensure they gain the exposure to Supplier Diversity that is present at Sprint's headquarters.

j. WMDVBE SUPPLIER VERIFICATION/CERTIFICATION

.Sprint will continue efforts to review its supply base to identify California diverse suppliers and contact those suppliers requesting CPUC certification and educating them on the benefits of obtaining CPUC certification.

Sprint will continue to require certification of all diverse firms. Sprint has taken steps to cleanse the current database of approved suppliers and monitors it closely. Sprint has procured the services of CVM to review supplier list and provide diversity information. This process provides an update to supplier information that may have changed in status or whose entry into the procurement system pre-dates the Supplier Diversity Program. Sprint will continue its efforts to ensure all data is as accurate as possible. Sprint maintains CPUC and other diverse certifications on file in both hard copy and electronic form.

k. PUBLICATIONS

The Supplier Diversity Program will continue to publish articles on their internal Sprint web site and via email. Quarterly and Annual Reports on Supplier Diversity will be provided to all employees as a guide to evaluate additional opportunities for diverse suppliers.

Sprint will continue to create new incentives and ways for employees to be able to contribute to the supplier diversity success of the company and publish articles on “How To”, training programs throughout the Sprint intranet, reaching Sprint’s 40,000 employee base.

I. CROSS FUNCTIONAL SOURCING TEAM

Sprint has increased the standardization of the sourcing process through Supply Chain Management Operations and Sourcing. The Supplier Diversity team will continue to position themselves with these sourcing teams to pursue maximum opportunity for diverse suppliers.

Supplier Diversity will continue to align with the Sales organization to engage in and support M/W/DVBE initiatives in sales proposals and subcontracting opportunities, positively impacting the communities we serve, in California and throughout the U.S.

Supplier Diversity will continue to build on the Mentorship Program, launched in 2012, with further cross-functional executive leadership participation and diverse suppliers from cross section of the country, as well as with CPUC diverse suppliers.

Supplier Diversity will continue to meet with management of functional business groups to discuss upcoming activities. Supplier Diversity will continue to participate in sourcing reviews and staff meetings to gain maximum exposure. In addition, the Supplier Diversity vendor database will be added to the overall end-to-end supplier management tool for Sprint Supply Chain Management enhancing the visibility of diverse suppliers by adding them into mainstream sourcing processes.

Sprint will continue with the process of re-alignment of diverse suppliers with Sprint major Business Units based on the Business Unit's highest level of spend and opportunity.

m. EMPLOYEE RECOGNITION

In 2013, Sprint will launch the Supplier Diversity Internal Tier II Program. This new program is developed to help Business Units meet or exceed their supplier diversity targets. Business Units can help meet diversity targets by identifying potential sourcing opportunities that a diverse supplier could participate in with a Sprint major supplier:

- The first step is to identify subcontracting opportunities; next step is to send the sourcing requirements to SupplierDiversity@sprint.com for a supplier diversity representative to assist with the identification of a pool of qualified diverse suppliers, including CPUC diverse suppliers. Dollars spent by major suppliers (subcontracts), with diverse suppliers recommended by the business unit, will be included in the business unit's quarterly internal Supplier Diversity results report.

- Supplier Diversity will issue a quarterly Request for Information (RFI) to the specific diverse supplier(s) recommended by the business unit.
- Diverse suppliers will report revenue earned, during that quarter, from Sprint's major supplier.
- Revenue earned and reported by the diverse supplier(s) will be included in the business unit results, as a separate line item, in Sprint's diversity performance report.

The Supplier Diversity group also works with local Councils to recognize employees at various Council programs. This recognition is for employees who go above and beyond their daily roles to include diversity into their purchasing plan.

Supplier Diversity recognizes Sprint associates, across the enterprise, for their champion efforts, through Sprint i-Recognize Certificates and Sprint Excellence Award programs.

2. EXTERNAL PROGRAM ACTIVITIES

a. MEETINGS, CONFERENCES AND TRADE FAIRS

Sprint will continue to be fully engaged with the CPUC and Joint Utilities Council, to ensure consistency and continued focus on goals, communication, and outreach efforts, alongside other utilities and under the direction of the CPUC guidance.

Plans are underway for Sprint to host a 2013 CDUC meeting at the Sprint Executive Briefing Center, in the Northern California area, in the month of May or September .

Sprint plans to actively continue to participate in several trade fairs and conferences with a goal of developing and promoting its program as well as recruiting diverse innovative suppliers for procurement opportunities.

b. PRESENTATIONS

Sprint will continue to support organizations by delivering presentations as requested.

c. PRIME SUPPLIER PARTICIPATION PROGRAM (TIER II)

Supplier Diversity will continue its enforcement of the Program and to monitor, track and report on Sprint's prime suppliers' performance and compliance.

d. ADVERTISING

Sprint's anticipated corporate-wide advertising plan for 2013 is as follows:

- Black EOE Journal
- Hispanic Business Magazine
- Hispanic Network Magazine
- Professional Woman's Magazine
- United States Hispanic Chamber of Commerce
- DiversityNxt
- DiversityPlus
- Vetreprenuer
- Black Enterprise
- DiversityInc
- Chicago Business Opportunity Fair Brochure
- National Minority Supplier Development Council
- Mid America Minority Business Development Council
- Women's Business Enterprise National Council
- Career Focus Magazine
- United States Asian American Chamber of Commerce

e. PUBLICATIONS

Sprint's Supplier Diversity team will continue to partner with Sprint Marketing to seek opportunities to publish articles in publications that highlight program initiatives.

f. DEVELOPMENT

Sprint will continue to assist diverse suppliers to achieve success within the company. By providing contacts whenever possible and hosting procurement matchmakers with key Supply Chain individuals, the Supplier Diversity team strives to increase awareness between both the supplier and the employee.

Sprint teams with the Technology Industry Group (TIG) to analyze practices against best practices to develop the program to reach world-class status.

Sprint will continue to work closely with diversity-related councils and associations to gather assistance in recruitment and education for Sprint as well as understand and provide the assistance needed by those organizations.

10.1.3 PLANS FOR RECRUITING WMDVBE SUPPLIERS WHERE WMDVBE UTILIZATION HAS BEEN LOW

Sprint will continue its commitment to recruiting and developing WMDVBE talent in traditional, non-traditional, and low utilization areas. Sprint will continue to evaluate low utilization areas in our Supply Chain Management and implement strategies to address these issues. The Supplier Diversity team will continue to work with Sourcing Managers and key Business Units to identify corporate-wide procurement opportunities and align them to potential or existing diverse suppliers in low utilization areas.

10.1.4 PLANS FOR RECRUITING WMDVBE SUPPLIERS IN ANY “EXCLUDE CATEGORY”

Sprint targets diverse suppliers pursuant to available opportunities within Sprint business units or as contracts near end of term. Sprint has not proposed any “excluded” categories in this report.

10.1.5 PLANS FOR PRIME CONTACTORS AND GRANTEEES OF WMDVBE SUBCONTRACTING

Sprint plans to continue undertaking the following activities in 2013 to encourage prime suppliers to increase subcontracting opportunities for WMDVBEs:

Sprint Supplier Diversity will continue to review areas of opportunity to unbundle portions for subcontracting purposes. Supplier Diversity will continue to work with the OEMs to identify such areas of opportunity for subcontracting within and outside of the OEMs. Sprint will continue to work with the three OEMs (Alcatel-Lucent, Ericsson and Samsung) for further opportunities to unbundle portions of the Network Vision project to target for diverse supplier subcontracting.

Sprint Supplier Diversity will work closely with the outsourced facilities management company, CB Richard Ellis, to find opportunities to unbundle portions of the retail store construction services for subcontracting opportunities for diverse suppliers.

Continue to target the top 50 key prime suppliers to encourage them to exceed their contract-specific subcontracting opportunities. Facilitate expanded outreach activities to prime suppliers and encourage them to complete the quarterly CPUC Tier II diverse spending reports. Purchasing more robust reporting tools will better position Sprint to gain access to lower-level data that will allow Sprint to have greater prime supplier participation in the Supplier Diversity Program.

Sprint has created contract-specific goals for suppliers to utilize diverse subcontractors which will remain part of contracts. Sprint has also expanded its second tier contract and RFQ language which requires suppliers receiving in excess of \$650,000 in revenues from Sprint to do business with WMDVBEs. Sprint will continue to promote both Tier I and Tier II opportunities for WMDVBEs.

Sprint will continue to expand the network of internal Supplier Diversity Advocates. These advocates will serve as communicators and messengers to our prime suppliers. Advocates will share the value of Supplier Diversity subcontracting utilization and its impact on the success of the Supplier Diversity Program.

Sprint will work closely with Sprint employees to encourage continued commitment, participation, and support of the corporate Supplier Diversity subcontracting program.

Sprint will continue to provide training to employees with a focus on assisting them to understand the impact of Supplier Diversity and the responsibility of prime suppliers doing business with Sprint to comply with Sprint's Diversity Utilization Requirements.

Sprint will assist prime suppliers in developing avenues to utilize WMDVBEs as subcontractors.

Sprint will monitor prime suppliers' performance against contract goals and provide information and tools to improve performance.

Sprint will ensure that prime suppliers, who are consistent advocates of Supplier Diversity and are utilizing and developing WMDVBES, receive recognition for their efforts and commitment.

10.1.6 PLANS FOR COMPLYING WITH WMDVBE PROGRAM GUIDELINES

Sprint will continue to strive to meet the goals and guidelines as established in General Order 156.

Sprint will identify WMDVBES who can meet Sprint's special purchasing needs as a high tech telecommunications provider. The Supplier Diversity staff and Strategic Sourcing teams will work with key business owners and units, participate in outreach events, and advertise in trade magazines and special interest group publications:

Sprint will continue to attend trade fairs and advertise in WMDVBE publications, and provide sponsorships of various outreach activities.

- Participate and fund capacity building programs
- Continue researching diverse suppliers for Request for Proposal (RFP) opportunities
- Use Spend diagnostics tool to deploy a number of strategic sourcing strategies around key categories which are shown to offer significant opportunity for diverse suppliers
- Encourage diverse Value Added Resellers (VARs) opportunities with major Original Equipment Manufacturers (OEMs)
- Deploy an unbundle-buy approach to purchasing on very large aggregated projects where there is a reasonable opportunity to procure services from diverse suppliers
- Continue to interview existing and new diverse suppliers to determine best fit and alignment
- Sponsor diverse business matchmaking-events and facilitate introductions throughout the Sprint organization
- Research internal requirements and opportunities in preparation of attending business opportunity fairs
- Continue to educate the Sales team through on-going training of supplier diversity through the sales job aid to ensure sales staff evaluate and incorporate diverse supplier participation throughout the proposal process
- Continue to raise awareness of supplier diversity through the Supplier Diversity Training course offered online to all Sprint employees
- Continue to advance the Sprint Mentorship Program and expand the base over time

Sprint will continue to encourage those non-CPUC certified diverse suppliers, currently doing business with Sprint, to complete the California certification process.

Sprint will continue to require its prime suppliers to utilize WMDVBES and require that they provide us with a Prime Supplier Subcontracting plan and quarterly reports outlining their WMDVBE spending. Sprint will continue to evaluate prime supplier results quarterly and assist, if necessary, them in developing strategies to meet their goals.

Sprint will conduct a review of spending in the State of California with the goal of identifying opportunities for diverse suppliers and the Sprint BU responsible for the purchasing opportunity. Supplier Diversity will then work with these individuals to encourage increased competition with the identified commodities with diverse suppliers.

Sprint will provide support to Sprint's employee base with procurement responsibility by facilitating training on Supplier Diversity Program goals and procedures, encouraging them to use WMDVBEs and assisting them in locating those that meet their needs.

The Supplier Diversity department has Diversity Utilization Goals included in contracts that are signed with suppliers. The department enforces the contractual requirement ensuring increased participation in the supplier diversity initiative continues.

Attachment 1:
California WMDVBE Annual Procurement and Subcontracting Results by Ethnicity

Sprint Nextel Corporation	Calendar Year 2012	G.O. 156 Section 9.1.2
California WMDVBE Annual Results by Diverse Category		

Total State of California Procurement Subcontracting and Corporate WMDVBE Spend
--

California-Only		1st Tier Diverse	Subcontracted	TOTAL	% of Sprint CA Spend
Minority	Asian	\$ 42,301,980	\$ 125,566,221	\$ 167,868,202	7.7%
	Black	\$ 87,567,941	\$ 85,358,612	\$ 172,926,552	7.9%
	Hispanic	\$ 68,543,805	\$ 88,173,606	\$ 156,717,411	7.2%
	Native American	\$ 70,554	\$ 4,593,769	\$ 4,664,323	0.2%
	Minority-Other	\$ 46,474,979		\$ 46,474,979	2.1%
Minority Business Enterprise (MBE)		\$ 244,959,258	\$ 303,692,208	\$ 548,651,467	25.2%
Women Business Enterprise (WBE)		\$ 136,323,285	\$ 83,563,699	\$ 219,886,984	10.1%
Service Disable Veteran Business Enterprise (DVBE)		\$ 3,946,377	\$ 6,095,346	\$ 10,041,723	0.5%
Total WMDVBE		\$ 385,228,921	\$ 393,351,253	\$ 778,580,174	35.8%
Total Procurement Spend (California)				\$2,177,202,398	

NOTES:

**** Businesses that are Women AND Minority owned are only counted as Women Owned and not as Minority Owned.**

Attachment 2:
California WMDVBE Annual Results by Category

Sprint Nextel Corporation	G.O. 156 Section 9.1.2
2012 California WMDVBE Annual Results by Category	

Total State of California Corporate Spend by Category

SIC Code	SIC Description	TOTAL MBE SPEND	TOTAL WBE SPEND	TOTAL SDVBE SPEND
(Blank)	(Blank)	\$2,965	\$468,272	\$0
15	Building Cnstrctn - General Contractors & Operative Builders	\$0	\$4,044,623	\$0
16	Heavy Cnstrctn, Except Building Construction - Contractors	\$791,293	\$6,118,361	\$0
17	Construction - Special Trade Contractors	\$18,082,166	\$977,635	\$0
21	Tobacco Products	\$0	\$98,525	\$0
26	Paper and Allied Products	\$0	\$73,822	\$3,946,377
27	Printing, Publishing and Allied Industries	\$0	\$6,066,829	\$0
36	Electronic, Electrl Eqpmnt & Cmpnts, Exept Computer Eqpmnt	\$4,110,984	\$15,167,008	\$0
38	Mesr/Anlyz/Cntrl Instrmnts; Photo/Med/Opt Gds; Watches/Clocks	\$0	\$823,262	\$0
41	Local, Suburban Transit & Interurbn Hgwy Passenger Transport	\$45,950	\$0	\$0
42	Motor Freight Transportation	\$0	\$756,297	\$0
48	Communications	\$103,000	\$24,542	\$0
50	Wholesale Trade - Durable Goods	\$63,385,564	\$87,761,235	\$0
51	Wholesale Trade - Nondurable Goods	\$4,158	\$23,568	\$0
59	Miscellaneous Retail	\$0	\$0	\$0
61	Nondepository Credit Institutions	\$9,111,470	\$0	\$0
65	Real Estate	\$22,416	\$0	\$0
73	Business Services	\$69,054,749	\$11,002,464	\$0
75	Automotive Repair, Services and Parking	\$113,949	\$0	\$0
87	Engineering, Accounting, Research, Management & Related Svcs	\$33,655,614	\$2,916,841	\$0
89	Miscellaneous services	\$46,474,979	\$0	\$0
TOTALS		\$244,959,258	\$136,323,285	\$3,946,377

Attachment 3:
Greenlining Report

GREENLINING REPORT								
	Data on Number of Vendors							
	Revenue Reported to CHS				Utility-Specific 2012 Summary			
# MWDVBES	DVBE	MBE	WBE	Grand Total	DVBE	MBE	WBE	Grand Total
Under \$1 million	0	4	6	10	0	22	30	52
Under \$5 million	1	8	8	17	1	3	10	14
Under \$10 million	0	5	10	15	0	2	0	2
Above \$10 million	0	18	19	37	0	8	3	11
Total	1	35	43	79	1	35	43	

MWDVBE \$M	Revenue Reported to CHS				Utility-Specific 2012 Summary			
	DVBE	MBE	WBE	Grand Total	DVBE	MBE	WBE	Grand Total
Under \$1 million	\$0	\$1,131,580	\$2,212,489	\$3,344,069	\$0	\$4,023,174	\$9,281,342	\$13,304,516
Under \$5 million	\$4,500,000	\$18,450,800	\$20,375,977	\$43,326,777	\$3,946,377	\$8,765,708	\$28,758,023	\$41,470,108
Under \$10 million	\$0	\$40,490,419	\$68,985,856	\$109,476,275	\$0	\$14,129,938	\$0	\$14,129,938
Above \$10 million	\$0	\$14,714,651,942	\$1,893,110,234	\$16,607,762,176	\$0	\$218,040,438	\$98,283,921	\$316,324,359
Total	\$4,500,000	\$14,774,724,741	\$1,984,684,556	\$16,763,909,297	\$3,946,377	\$244,959,258	\$136,323,285	\$385,228,921